

Holds a B. Sc. in Electrical Power & Machines Engineering and has about 14 years hands-on experience working in proposals, studies and tendering.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 20/06/1978
Gender : Male
Marital Status : Married
Residence : Giza, Cairo

EDUCATION

: B. Sc. in Electrical Power & Machines Engineering, Cairo University, 2002

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Access, Power Point), Internet
: MS Project and Visio
: AutoCAD
: Visual Basic 5.0, 6.0
: Data Base Concept
: Adobe Photoshop 6.0

TRAINING COURSES AND CERTIFICATIONS

: Writing & Managing Winning Proposals, American University in Cairo (20 hrs).
: Projects Bids and Contracts, American University in Cairo (36 hrs).
: Coaching leadership Skills, American Chamber (24 hrs).
: Presentation Skills, Power System Projects (16 hrs).
: Advanced Excel, New Horizons Centers (8 hrs).
: First Aid, Egyptian Red Crescent (32 hrs).
: On Load Tap Changer (ABB), Network Training Center (Egyptian Electricity Holding Co.) (40 hrs).
: Lighting Fixtures, Middle East Mostafa Ali Modern Lighting Co. (48 hrs).

: Protection Devices, Stations Training Center (Egyptian Electricity Holding Co.) (96 hrs).

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Apr. 2010 till now
Employer : Elsewedy Power System Projects Company (PSP) Subsidiary of El-Sewedy Electric Group, Cairo, Egypt
Job title : Proposals & Contracts Manager
Job Description :

- Achievements: We have got three diesel power plants in Cameron, one gas turbine power plant in Iraq, two HFO power plants in Yemen, two gas turbine power plants in Egypt, in addition to many high voltage projects in Egypt, Qatar and Saudi Arabia. Participated in Mega projects in Juba, Sudan, Kuwait, UAE, Libya and Syria.
- Working as Proposals and Contracts Manager, assign proposal leader and check proposal O. chart. Study the opportunity and type of risks. Supervise the team leaders. Coach the staff for using department tools, BOQ estimations and actual cost calculations. Blue/Red reviews for technical and commercial proposals. Manage proposal life cycle to meet tender due date. Discuss with customers scope battery limits and security of payment. Meet main suppliers to receive their offers on time and negotiate with them till reaching to clear scope, deviations and prices. Attend proposal review meeting with concerned department to clear scope and catch the planned dates. Ensure from our proposal covering all required scope as per RFP. Evaluate with business development manager the accurate target prices and market price level for getting top management approval. Participated in the fast truck projects in Egypt and we have got two simple cycle power plants projects Attaqa 650MW and Mahmoudia 330MW, in addition working within direct procurement cycle to issue the main equipment purchase orders.

Dates : From Dec. 2007 till Apr. 2010
Employer : Al Gihaz Co. Ltd, Riyadh, Saudi Arabia
Job title : Proposals Team Leader
Job Description :

- Working as Team Leader and Tendering Manager Technical Assistant in tendering department, energy sector. Prepare the BOQ for H.V, M.V and L.V indoor/outdoor substations, OHTL and UG Cables. Analysis of the tender documents, detection of the technical clarifications and deviation. Get awareness of the site conditions and job explanations by attending the specific meeting normally arranged by the client, and prepare the required report. Seeking clarifications from the client for various types of anomalies observed in the tender documents, and clarifications asked by suppliers to client if we don't have fully reply. Prepare the technical documents based on the main and alternative proposals, and complete the technical package as per client instructions. If our bid is lowest, prepare the required clarifications and other questionnaires raised by the client. Prepare the entire documents to be handed over to the project and purchase teams. Assist, upon request, the general manager and project manager during the negotiation stage with the suppliers to provide the necessary technical explanation and support. Coordinate with projects managers and technical office manager for getting project

actual quantities after project completion in order to improve our estimated quantities in coming projects.

- Prepared/checked technical and commercial proposals for the following major projects:
 - 12 Nos. 132/11KV substations in Dubai with DEWA.
 - More than 4 Nos. of 380-230KV substations with Royal Commission for Jubail & Yanbu.
 - More than 100 Nos. of 132-110KV substations with SEC in all KSA areas.
 - 5 Nos. of 132KV substations and 5 Nos. of 34.5KV Substations with SWCC south area.
 - One 132KV substation in Riyadh area with Ministry of Interior.
 - 6 Nos. of 132KV substations and 2 Nos. of 132KV UGC with Ministry of Higher Education.
 - More than 5 Nos. of 380-132KV OHTL with SEC and Royal Commission for Jubail & Yanbu.

Dates : From Dec. 2006 till Dec. 2007
Employer : Madkour for Power System Projects (PSP), Subsidiary from El-Sewedy Cables, Egypt
Job title : Sr. Studies Engineer
Job Description : I worked as Senior Studies Engineer in tendering department. Prepare the BOQ for H.V, M.V and L.V indoor/outdoor substations. Analysis of the tender documents, detection of the technical clarifications and deviation. Attend the site visit and meetings to get awareness by scope of work and prepare the required report. I prepared the technical and commercial proposals for the following projects according to EEHC (Egyptian Electricity Holding Co.) specifications:

- Rehabilitation of Suez Steel 220/33/11KV S/S and factory distribution systems.
- El-Tebbin Power Plant PO-113 (Transformers Package) and CP-117 (Installations Package).
- Cairo West Power Plant PO-113 (Transformers Package) and CP-117 (Installations Package).
- Kafr El-Zayat and Abo Rawash 66/11KV S/S.

Dates : From Jun. 2005 till Dec. 2006
Employer : Z J Engineering & Construction Co., Riyadh, Saudi Arabia
Job title : Site, Design & Tender Engineer
Job Description :

- I worked as Site Electrical Engineer for construction of new 132/13.8KV and supervision of electrical works. Coordinate with subcontractors and consultants for electrical equipment installations and smooth execution of works and in time completion of project. Arranging/Attending progress review meetings to review the progress at site and modifications to be carried out. Preparing weekly work schedule, daily activity reports, and monthly progress report for SEC-COA (Saudi Electricity Co. – Central Operating Area) submission.
- Design, coordinate with civil coordinator, and SEC-COA engineers for electrical design for the following works:
 - Substation general layout & equipment layout.
 - Power cable route with section details.

- Power & control cable tray/ladder design with section details.
- ACDB load calculations & Aux. transformer sizing capacity.
- Transformer cell ventilation calculations.
- Single line diagram design.
- Calculate the electrical quantities like (cable tray/ladder, power cables, small power materials, Earthing materials).
- Check all electrical submittals prior to submit to SEC-COA and follow up with our suppliers for SEC-COA Comments.
- In addition to the above I prepared the technical & commercial proposals for more than ten projects in Riyadh area.

- Dates** : From Mar. 2003 till Jun. 2005
- Employer** : National Energy Control Center (NECC), Egyptian Electricity Transmission Company
- Job title** : Studies & Planning Engineer
- Job Description** :
- I worked as Operating and Planning Engineer, responsible for operating and planning of the Egyptian power system based on computer studies using power flow, and short circuit calculations using PSLF software and submits our proposal for future requirements to meet the growth of load and safety of network.
 - Preparing daily studies for forced and scheduled outage to 500, 220 & 132KV Networks to ensure of equipment in service during these outages, and performance evaluation for Egyptian networks.
 - Preparing and maintaining reports for the effect of any new equipment in 500, 220 & 132KV Networks on behavior of power flow and limits of short circuit on adjacent equipments, and select the best location and connection for this equipment with comments in emergency case.
 - About my experience in the Energy Management System (EMS):
 - I have a very good experience in Data Base building, and creating for power system applications.
 - I have a very good experience in using, maintenance of Unit Commitment (UC) program and preparing the daily report of the best economical operation and distribution for available generation units after modifying unit operating limits, outages schedule, load forecast, interchange schedule, hydro levels, and water discharge. Responsible for input/output, IHR curves for Egyptian generation units, and preparing daily report for comparison between actual generation and UC output.
 - I participate in the team work responsible for studying/analyzing the technical specification for upgrading the SCADA/EMS of National Energy Control Center (NECC).
 - Analysis and monitor the effect of turn on and off for generation units with various capacities in different locations during Egypt and Libya connection in service and consider the effect of that on interchange, frequency and load shedding.
- Field of experience** : • About 14 years of experience in the field of power plants, H.V substations, water treatment, OHTL and electromechanical projects, with international experience in Middle East, Africa and Gulf region. Started as Design Engineer, Site Engineer, Proposals Team Leader, and finally as Proposals and Contracts Manager of one of the leading EPC contractor in Middle East. Participated in fast track projects in Egypt with

special record. Established and licensed a new company for employer called "Green Power Co." for energy sale to feed farmland by electricity at Wadi Elnatroun city, Egypt. Having a great network inside / outside Egypt and ability to restructure organization.

- Achievements: We have got three diesel power plants in Cameron, one gas turbine power plant in Iraq, two HFO power plants in Yemen, two gas turbine power plants in Egypt, in addition to many industrial, commercial buildings and high voltage substations in Egypt, Qatar and Saudi Arabia. Participated in Mega projects in Juba, Kuwait, UAE, Libya and Syria, in addition to executed one 220KV substation plus two substations extension in Egypt and one substation plus one substation extension in Saudi Arabia.